

FTTH Is Seen As A Prime New Housing Amenity Importance Of Area Amenities If Shopping For New Home

Non FTTH Users: Green space/ walking, jogging Internet from a direct fiber optic line 24 hour neighborhood patrol Fitness center/ Club house Community pool/ park

Current FTTH Users: Internet from a direct fiber optic line Green space/ walking, jogging 24 hour neighborhood patrol Community pool/ park Fitness center/ Club house

83% 78% 61% 55% 53% 89% 81% 54% 54% 53%

10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

Percent saying very or somewhat important

2012 Data





FTTH Adds Home Value

Reported Discount Required To Consider Equal \$300,000 Non FTTH Home



2013 Data





FTTH Impact On Churn







